
From: Christopher Fenimore [/O=REGENERON/OU=FIRST ADMINISTRATIVE GROUP/CN=RECIPIENTS/CN=CHRISTOPHER.FENIMORE]
Sent: Wednesday, June 26, 2013 9:28:27 PM
To: Murray Goldberg
Subject: FW: EYLEA4U CDF Donations.pptx
Attachments: EYLEA4U CDF Donations.pptx

FYI...This makes sense to me. I have them looking into one question which is how the chronic disease fund covers its operating expenses. Ie – not every dollar goes to patients.

Chris

From: Stephen Dressel
Sent: Wednesday, June 26, 2013 5:04 PM
To: Christopher Fenimore; Valerie Jaiswal
Subject: EYLEA4U CDF Donations.pptx

EYLEA4U[®] CDF Donations

EYLEA[®]
(aflibercept) Injection



2013 Revised Projections

- CDF has paid out \$32.6MM through 6/3/13
- EYLEA continues to gain share of AMD fund
 - 2013 renewals ~ 41% of Fund
- Fund continues to grow
 - 2012 Existing patient's had a 68% renewal rate
 - New 2013 enrollment volume has increased year over year

	Projected New Patients by Quarter 2013					Rollover Patients Estimated Renewals
	1st	2nd	3rd	4th		
<u>Age Related Macular Degeneration Patients</u>	2,344	2,352	2,646	2,363	<u>Age Related Macular Degeneration Patients</u>	11,357
AMD 1 -Projected Funding Per Patient	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	AMD 1 -Projected Funding Per Patient	\$ 2,000
AMD 2 -Projected Funding Per Patient	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	AMD 2 -Projected Funding Per Patient	\$ 2,250
Projected Funding Needed By Quarter	\$ 4,804,380	\$ 4,821,600	\$ 5,424,300	\$ 4,843,125	Projected Funding Needed	\$ 23,281,850
Cancellation	\$ 960,876	\$ 964,320	\$ 1,084,860	\$ 968,625	Cancellation	\$ 4,656,370
Total By Quarter	\$ 3,843,504	\$ 3,857,280	\$ 4,339,440	\$ 3,874,500	Projected Renewal Funding	\$ 23,281,850
Projected CY Funding	\$ 19,893,405				Projected CY Funding Minus Cancellations	\$ 18,625,480
Projected CY Funding Minus Cancellations	\$ 15,914,724					

Total New Patient Funding Needed \$ 15,914,724
 Total Re-Enrollment Funding Needed \$ 18,625,480
 Total Projected Funding Needed **\$ 34,540,204**

EYLEA[®]
(afibercept) Injection



2013 Potential EYLEA Sales

- Potential Sales from 2013 Donations - \$198.5MM
 - Assumes 5.4 injections for existing patients
 - Assumes 7.5 injections for new patients
- Potential ROI - 465%

Sales for Rollover Patients	
<u>Age Related Macular Degeneration Patients</u>	11357
Injections per patient	5.4
Projected Sales	\$113,456,430
Projected Cancellation	\$22,691,286
Net Sales	\$90,765,144

Sales for New Patients	
<u>Age Related Macular Degeneration Patients</u>	9,704
Injections per patient	7.5
Projected Sales	\$134,644,388
Projected Cancellation	\$26,928,878
Net Sales	\$107,715,510

2014 Projections

- CDF estimates EYLEA will obtain a 50% share of the AMD fund by January 2014
- Total Projected patients in fund as of December 31, 2013 is 50,385
 - Estimated 70% renewal rate
- Projected 5% year over year growth rate for new patients

Projected New Patients by Quarter 2013					
	1st	2nd	3rd	4th	Total
<u>Regeneron Patients</u>	2,344	2,352	2,646	2,363	9,704
<u>Total Patients</u>	5,859	5,880	5,880	5,250	22,869
<u>2013 Rollover Patients</u>	27,516				

Age Related Macular Degeneration Patients

Projected New Patients by Quarter 2014				
	1st	2nd	3rd	4th
AMD 1 -Projected Funding Per Patient	3,222	3,234	3,234	2,888
AMD 2 -Projected Funding Per Patient	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000
Projected Funding Needed By Quarter	\$ 6,606,023	\$ 6,629,700	\$ 6,629,700	\$ 5,919,375
Cancellation	\$ 1,321,205	\$ 1,325,940	\$ 1,325,940	\$ 1,183,875
Total By Quarter	\$ 5,284,818	\$ 5,303,760	\$ 5,303,760	\$ 4,735,500
Projected CY Funding	\$ 25,784,798			
Projected CY Funding Minus Cancellations	\$ 20,627,838			

2014 Rollover Patient Estimate*

Age Related Macular Degeneration Patients	17,635
AMD 1 -Projected Funding Per Patient	\$2,000
AMD 2 -Projected Funding Per Patient	\$2,250
Projected Funding Needed	\$36,151,238
Cancellation	\$7,230,248
Projected Renewal Funding	\$36,151,238
Projected CY Funding Minus Cancellations	\$28,920,990

*Patient # is 50% share of estimate final 2014 patient count assuming historical 70% renewal rate

2014 Estimate of Need

Total New Patient Funding Needed	\$ 20,627,838
Total Re-Enrollment Funding Needed	\$ 28,920,990
Total Projected Funding Needed	\$ 49,548,828